

# SHUSWAP DIVISION MONTHLY STATISTICS

FOR

January 1 - 31, 2004

# SHUSWAP DIVISION

## STAT - O - GRAM

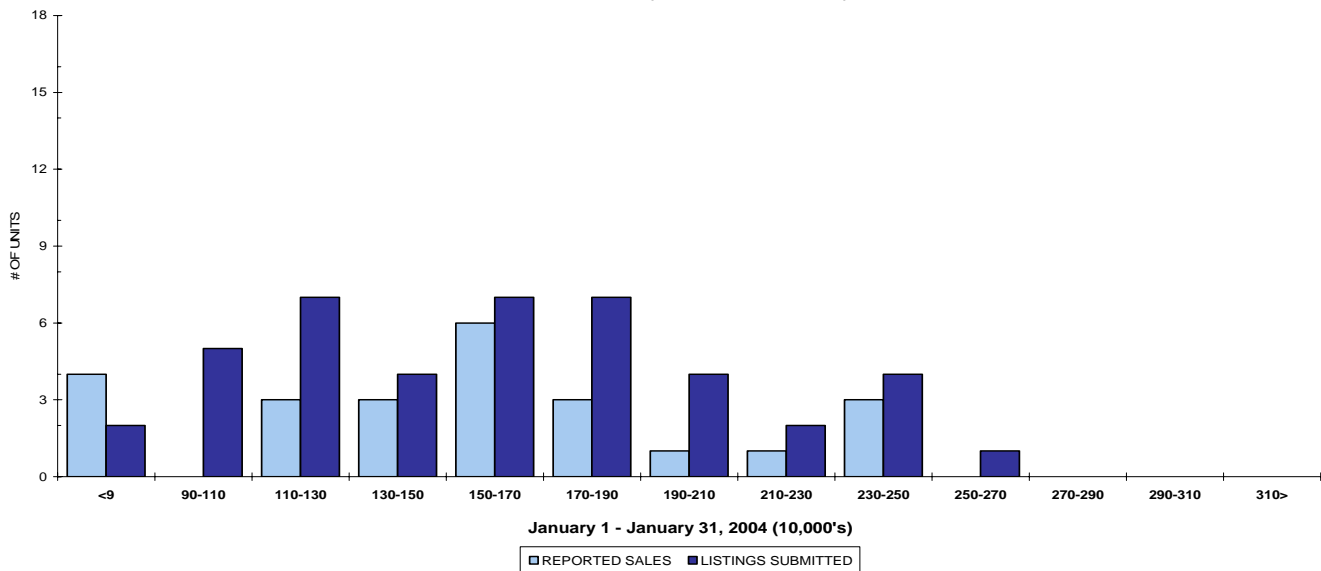
January 2004

### QUICK SUMMARY

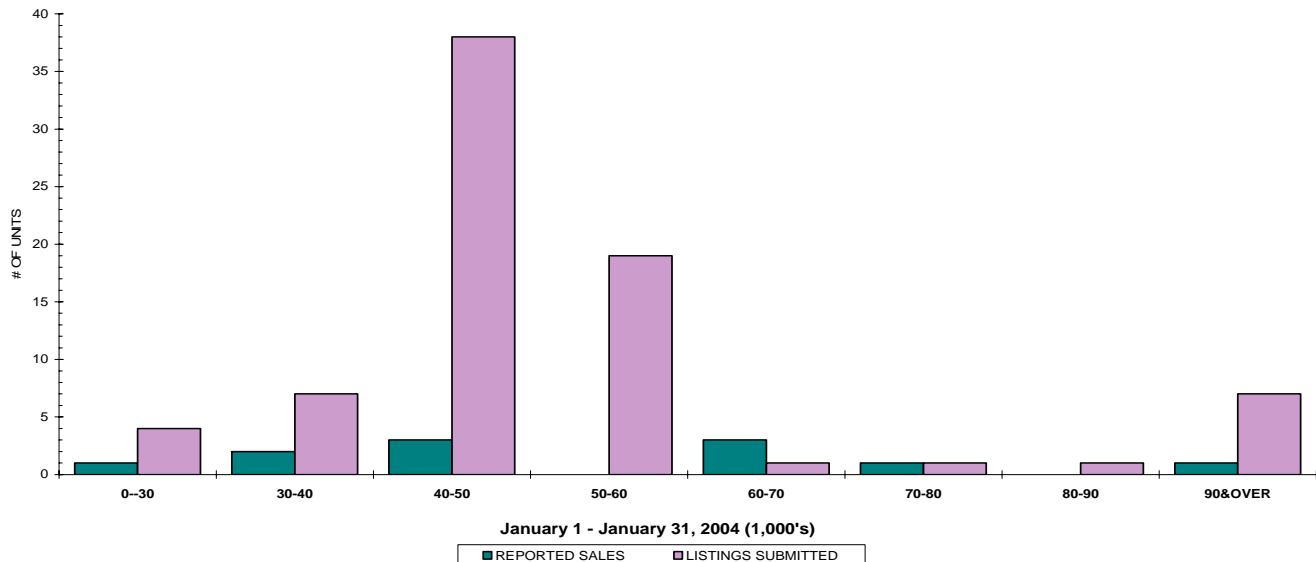
	TOTAL SALES VOLUME		RESIDENTIAL SALES		TOTAL LISTINGS	
	<u># of Units</u>	<u>\$ Value</u>	<u># of Units</u>	<u>\$ Value</u>	<u>Listings Taken</u>	<u>Inventory</u>
January 2004	59	\$8,779,900	24	\$3,764,250	168	1,026
December 2003	54	\$8,160,890	19	\$2,363,240	66	1,044
January 2003	42	\$5,894,691	19	\$2,772,500	141	1,314

The average of listings-per-licensee is 15

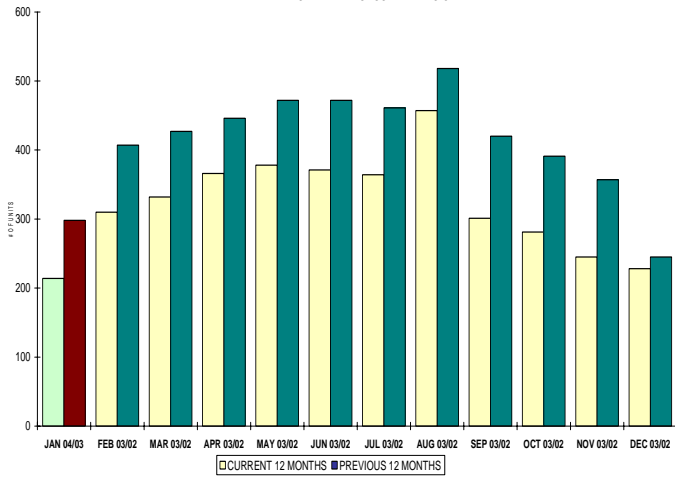
RESIDENTIAL LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



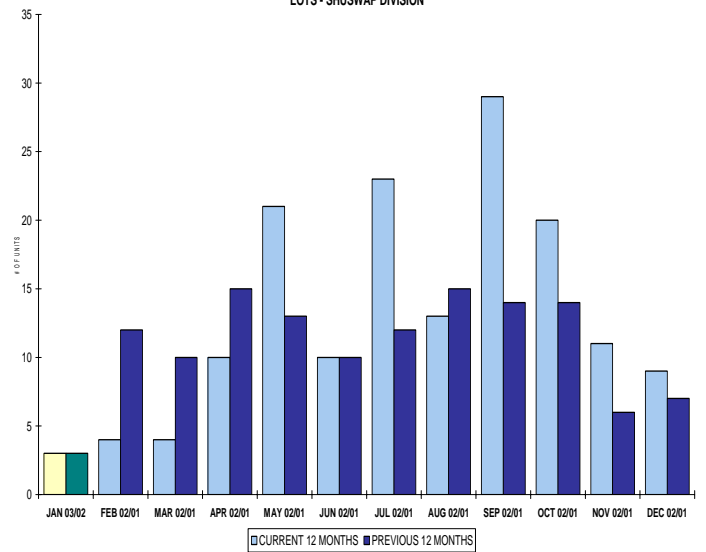
LOT LISTING & SALES ACTIVITY  
SHUSWAP DIVISION (BY PRICE CATEGORY)



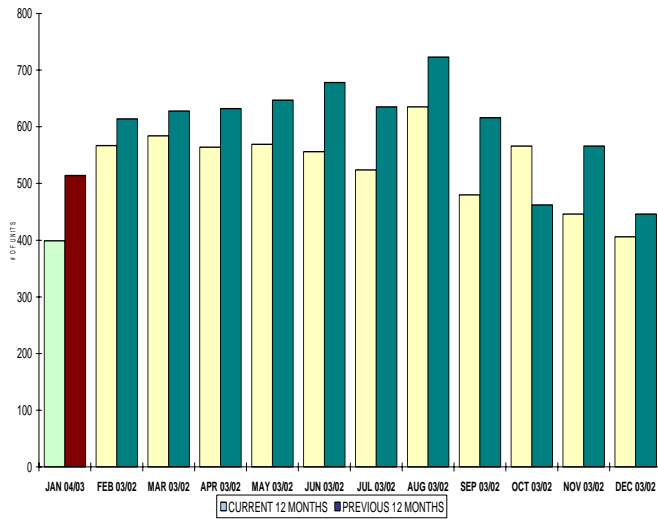
INVENTORY OF ACTIVE LISTINGS  
RESIDENTIAL - SHUSWAP DIVISION



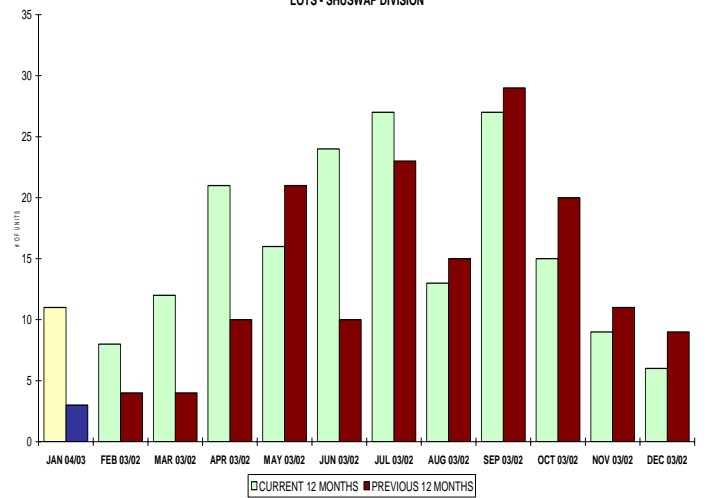
NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



INVENTORY OF ACTIVE LISTINGS  
LOTS - SHUSWAP DIVISION



NUMBER OF UNITS SOLD  
LOTS - SHUSWAP DIVISION



**SHUSWAP DIVISION**

**January 2004**

Category	Sales	New Listings	Current Inventory	Sell/Inv. Ratio	Days To Sell
ACREAGE	0	7	90	0.00%	0
ACREAGE/HOUSE	3	12	102	2.94%	100
LOTS	11	71	309	3.56%	930
RESIDENTIAL	24	43	214	11.21%	147
<b>AVERAGE HOUSE PRICE \$156,844</b>			<b>MEDIAN HOUSE PRICE \$157,500</b>		

Lots Include: Acreage Waterfront, Lots and Lots Waterfront

**COMPARATIVE ACTIVITY BY ZONE AS AT  
January 31, 2004**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>

**ZONE CO  
TOTALS**

Units Listed	608	668	-9.0%	608	668	-9.0%
Units Sold	<b>298</b>	<b>316</b>	<b>-5.7%</b>	<b>298</b>	<b>316</b>	<b>-5.7%</b>
Sales Dollars	\$72,264,341	\$60,984,071	18.5%	\$72,264,341	\$60,984,071	18.5%
List/Sell Ratio	96.90%	97.14%	-0.2%	96.90%	97.14%	-0.2%
Days to Sell	103	92	12.0%	103	92	12.0%
Active Listings	1985	2280	-12.9%			

**ZONE NO  
TOTALS**

Units Listed	240	304	-21.1%	240	304	-21.1%
Units Sold	<b>152</b>	<b>112</b>	<b>35.7%</b>	<b>152</b>	<b>112</b>	<b>35.7%</b>
Sales Dollars	\$23,332,261	\$18,221,728	28.0%	\$23,332,261	\$18,221,728	28.0%
List/Sell Ratio	96.54%	94.69%	2.0%	96.54%	94.69%	2.0%
Days to Sell	141	169	-16.6%	141	169	-16.6%
Active Listings	1197	1613	-25.8%			

**ZONE SH  
TOTALS**

Units Listed	168	147	14.3%	168	147	14.3%
Units Sold	<b>59</b>	<b>46</b>	<b>28.3%</b>	<b>59</b>	<b>46</b>	<b>28.3%</b>
Sales Dollars	\$8,779,900	\$7,332,791	19.7%	\$8,780,150	\$7,331,891	19.8%
List/Sell Ratio	90.28%	92.61%	-2.5%	90.28%	92.61%	-2.5%
Days to Sell	189	161	17.4%	189	161	17.4%
Active Listings	1026	1314	-21.9%			

**ZONE OB  
TOTALS**

Units Listed	11	15	-26.7%	11	15	-26.7%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$287,500	\$202,000	42.3%	\$287,500	\$202,000	42.3%
List/Sell Ratio	87.77%	96.65%	-9.2%	87.77%	96.65%	-9.2%
Days to Sell	305	369	-17.3%	305	368	-17.1%
Active Listings	117	132	-11.4%			

**GRAND TOTALS**

Units Listed	1027	1134	-9.4%	1027	1134	-9.4%
Units Sold	<b>511</b>	<b>475</b>	<b>7.6%</b>	<b>511</b>	<b>475</b>	<b>7.6%</b>
Sales Dollars	\$104,664,002	\$86,740,590	20.7%	\$104,664,252	\$86,739,690	20.7%
List/Sell Ratio	96.06%	95.20%	0.9%	96.06%	95.20%	0.9%
Days to Sell	125	118	5.9%	125	118	5.9%
Active Listings	4325	5339	-19.0%			

**LICENSEES**  
**January 31, 2004**

	TOTAL NUMBER OF LICENSEES January 31/04	TOTAL NUMBER OF LICENSEES January 31/03	CHANGE BY NUMBER	CHANGE BY %
ALL DIVISIONS	801	722	79	10.94%
CENTRAL OK DIV.	506	468	38	8.12%
NORTH OK DIV.	226	189	37	19.58%
SHUSWAP DIV.	69	65	4	6.15%

**CURRENT MEMBERSHIP**

AGENT LICENSEES	77
SALESPERSONS	655
PROPERTY MANAGEMENT	8
9:15 LICENCEE MEMBER	60
EXEMPTION MEMBER	1

**TOTALS** **801**

**Shuswap Division Comparative Activity By Property Type  
January 31, 2004**

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Acreage</b>						
Units Listed	7	7	0.0%	7	7	0.0%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$235,000	-100.0%	\$0	\$235,000	-100.0%
List/Sell Ratio	0.00%	95.91%	-100.0%	0.00%	95.91%	-100.0%
Days to Sell	0	13	-100.0%	0	13	-100.0%
Active Inventory	90	102	-11.8%			
Average Price	\$0	\$235,000	-100.0%	\$0	\$235,000	-100.0%
Median Price	\$0	\$235,000	-100.0%	\$0	\$235,000	-100.0%
<b>Acreage with House</b>						
Units Listed	12	17	-29.4%	12	17	-29.4%
Units Sold	<b>3</b>	<b>10</b>	<b>-70.0%</b>	<b>3</b>	<b>10</b>	<b>-70.0%</b>
Sales Dollars	\$753,000	\$2,406,900	-68.7%	\$753,000	\$2,406,900	-68.7%
List/Sell Ratio	94.66%	89.44%	5.8%	94.66%	89.44%	5.8%
Days to Sell	100	244	-59.0%	100	244	-59.0%
Active Inventory	102	131	-22.1%			
Average Price	\$251,000	\$240,690	4.3%	\$251,000	\$240,690	4.3%
Median Price	\$262,000	\$242,000	8.3%	\$262,000	\$242,000	8.3%
<b>Acreage (Waterfront)</b>						
Units Listed	1	0	100.0%	1	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	8	8	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Business</b>						
Units Listed	4	7	-42.9%	4	7	-42.9%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$79,500	-100.0%	\$0	\$79,500	-100.0%
List/Sell Ratio	0.00%	89.32%	-100.0%	0.00%	89.32%	-100.0%
Days to Sell	0	62	-100.0%	0	62	-100.0%
Active Inventory	44	65	-32.3%			
Average Price	\$0	\$79,500	-100.0%	\$0	\$79,500	-100.0%
Median Price	\$0	\$79,500	-100.0%	\$0	\$79,500	-100.0%
<b>Condo (Townhouse)</b>						
Units Listed	4	5	-20.0%	4	5	-20.0%
Units Sold	<b>2</b>	<b>6</b>	<b>-66.7%</b>	<b>2</b>	<b>6</b>	<b>-66.7%</b>
Sales Dollars	\$299,250	\$778,300	-61.6%	\$299,500	\$778,300	-61.5%
List/Sell Ratio	91.18%	96.72%	-5.7%	91.18%	96.72%	-5.7%
Days to Sell	156	193	-19.2%	156	193	-19.2%
Active Inventory	13	21	-38.1%			
Average Price	\$149,625	\$129,717	15.3%	\$149,750	\$129,717	15.4%
Median Price	\$149,625	\$134,950	10.9%	\$149,625	\$134,950	10.9%
<b>Condo (Apt)</b>						
Units Listed	0	5	-100.0%	0	5	-100.0%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$348,000	\$95,000	266.3%	\$348,000	\$95,000	266.3%
List/Sell Ratio	93.24%	96.05%	-2.9%	93.24%	96.05%	-2.9%
Days to Sell	191	137	39.4%	191	137	39.4%
Active Inventory	42	36	16.7%			
Average Price	\$174,000	\$95,000	83.2%	\$174,000	\$95,000	83.2%
Median Price	\$174,000	\$95,000	83.2%	\$174,000	\$95,000	83.2%

## Shuswap Division Comparative Activity By Property Type

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January 31, 2004

	CURRENT MONTH			YEAR TO DATE		
	THIS YEAR	LAST YEAR	INCREASE	THIS YEAR	LAST YEAR	INCREASE
<b>Duplex</b>						
Units Listed	1	0	100.0%	1	0	100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	5	5	0.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Farms</b>						
Units Listed	0	1	-100.0%	0	1	-100.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	9	12	-25.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>IC&amp;I</b>						
Units Listed	5	3	66.7%	5	3	66.7%
Units Sold	<b>3</b>	<b>0</b>	<b>100.0%</b>	<b>3</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$580,000	\$0	100.0%	\$580,000	\$0	100.0%
List/Sell Ratio	92.54%	0.00%	100.0%	92.54%	0.00%	100.0%
Days to Sell	283	0	100.0%	283	0	100.0%
Active Inventory	32	22	45.5%			
Average Price	\$193,333	\$0	100.0%	\$193,333	\$0	100.0%
Median Price	\$200,000	\$0	100.0%	\$200,000	\$0	100.0%
<b>IC&amp;I Land</b>						
Units Listed	3	7	-57.1%	3	7	-57.1%
Units Sold	<b>2</b>	<b>1</b>	<b>100.0%</b>	<b>2</b>	<b>1</b>	<b>100.0%</b>
Sales Dollars	\$1,415,000	\$214,900	558.4%	\$1,415,000	\$214,000	561.2%
List/Sell Ratio	92.48%	100.00%	-7.5%	92.48%	100.00%	-7.5%
Days to Sell	363	26	1296.2%	363	26	1296.2%
Active Inventory	35	54	-35.2%			
Average Price	\$707,500	\$214,900	229.2%	\$707,500	\$214,000	230.6%
Median Price	\$707,500	\$214,900	229.2%	\$707,500	\$214,900	229.2%
<b>Lots</b>						
Units Listed	69	12	475.0%	69	12	475.0%
Units Sold	<b>10</b>	<b>3</b>	<b>233.3%</b>	<b>10</b>	<b>3</b>	<b>233.3%</b>
Sales Dollars	\$491,650	\$133,000	269.7%	\$491,650	\$133,000	269.7%
List/Sell Ratio	91.59%	94.58%	-3.2%	91.59%	94.58%	-3.2%
Days to Sell	146	258	-43.4%	146	258	-43.4%
Active Inventory	282	365	-22.7%			
Average Price	\$49,165	\$44,333	10.9%	\$49,165	\$44,333	10.9%
Median Price	\$46,625	\$43,000	8.4%	\$46,625	\$43,000	8.4%
<b>Leases</b>						
Units Listed	2	7	-71.4%	2	7	-71.4%
Units Sold	<b>0</b>	<b>1</b>	<b>-100.0%</b>	<b>0</b>	<b>1</b>	<b>-100.0%</b>
Sales Dollars	\$0	\$6,291	-100.0%	\$0	\$6,291	-100.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	676	-100.0%	0	676	-100.0%
Active Inventory	14	19	-26.3%			
Average Price	\$0	\$6,291	-100.0%	\$0	\$6,291	-100.0%
Median Price	\$0	\$6,291	-100.0%	\$0	\$6,291	-100.0%

**Shuswap Division Comparative Activity By Property Type  
January 31, 2004**

	<b>CURRENT MONTH</b>			<b>YEAR TO DATE</b>		
	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>	<b>THIS YEAR</b>	<b>LAST YEAR</b>	<b>INCREASE</b>
<b>Lots (Waterfront)</b>						
Units Listed	1	8	-87.5%	1	8	-87.5%
Units Sold	<b>1</b>	<b>0</b>	<b>100.0%</b>	<b>1</b>	<b>0</b>	<b>100.0%</b>
Sales Dollars	\$175,000	\$0	100.0%	\$175,000	\$0	100.0%
List/Sell Ratio	70.02%	0.00%	100.0%	70.02%	0.00%	100.0%
Days to Sell	1713	0	100.0%	1713	0	100.0%
Active Inventory	19	39	-51.3%			
Average Price	\$175,000	\$0	100.0%	\$175,000	\$0	100.0%
Median Price	\$175,000	\$0	100.0%	\$175,000	\$0	100.0%
<b>Multi-Family</b>						
Units Listed	0	0	0.0%	0	0	0.0%
Units Sold	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>
Sales Dollars	\$0	\$0	0.0%	\$0	\$0	0.0%
List/Sell Ratio	0.00%	0.00%	0.0%	0.00%	0.00%	0.0%
Days to Sell	0	0	0.0%	0	0	0.0%
Active Inventory	4	10	-60.0%			
Average Price	\$0	\$0	0.0%	\$0	\$0	0.0%
Median Price	\$0	\$0	0.0%	\$0	\$0	0.0%
<b>Mobile Homes</b>						
Units Listed	9	16	-43.8%	9	16	-43.8%
Units Sold	<b>8</b>	<b>1</b>	<b>700.0%</b>	<b>8</b>	<b>1</b>	<b>700.0%</b>
Sales Dollars	\$233,500	\$10,000	2235.0%	\$233,500	\$10,000	2235.0%
List/Sell Ratio	82.74%	84.03%	-1.5%	82.74%	84.03%	-1.5%
Days to Sell	121	34	255.9%	121	34	255.9%
Active Inventory	58	73	-20.5%			
Average Price	\$29,188	\$10,000	191.9%	\$29,188	\$10,000	191.9%
Median Price	\$30,750	\$10,000	207.5%	\$30,750	\$10,000	207.5%
<b>Residential</b>						
Units Listed	43	51	-15.7%	43	51	-15.7%
Units Sold	<b>24</b>	<b>19</b>	<b>26.3%</b>	<b>24</b>	<b>19</b>	<b>26.3%</b>
Sales Dollars	\$3,764,250	\$3,004,900	25.3%	\$3,764,250	\$3,004,900	25.3%
List/Sell Ratio	93.50%	92.67%	0.9%	93.50%	92.67%	0.9%
Days to Sell	147	88	67.0%	147	88	67.0%
Active Inventory	214	298	-28.2%			
Average Price	\$156,844	\$158,153	-0.8%	\$156,844	\$158,153	-0.8%
Median Price	\$157,500	\$133,000	18.4%	\$157,500	\$133,000	18.4%
<b>Residential (Waterfront)</b>						
Units Listed	7	1	600.0%	7	1	600.0%
Units Sold	<b>4</b>	<b>2</b>	<b>100.0%</b>	<b>4</b>	<b>2</b>	<b>100.0%</b>
Sales Dollars	\$720,250	\$369,000	95.2%	\$720,250	\$369,000	95.2%
List/Sell Ratio	92.43%	94.21%	-1.9%	92.43%	94.21%	-1.9%
Days to Sell	232	124	87.1%	232	154	50.6%
Active Inventory	55	54	1.9%			
Average Price	\$180,063	\$184,500	-2.4%	\$180,063	\$184,500	-2.4%
Median Price	\$173,125	\$184,500	-6.2%	\$173,175	\$184,500	-6.1%
<b>SHUSWAP DIVISION - TOTALS</b>						
Units Listed	168	147	14.3%	168	147	14.3%
Units Sold	<b>59</b>	<b>46</b>	<b>28.3%</b>	<b>59</b>	<b>46</b>	<b>28.3%</b>
Sales Dollars	\$8,779,900	\$7,332,791	19.7%	\$8,780,150	\$7,331,891	19.8%
List/Sell Ratio	90.28%	92.61%	-2.5%	90.28%	92.61%	-2.5%
Days to Sell	189	161	17.4%	189	161	17.4%
Active Inventory	1026	1314	-21.9%			

**Shuswap Residential Listing/Sales Analysis  
January 31, 2004**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 90000	2	2	4	4
90001 to 110000	5	5	0	0
110001 to 130000	7	7	3	3
130001 to 150000	4	4	3	3
150001 to 170000	7	7	6	6
170001 to 190000	7	7	3	3
190001 to 210000	4	4	1	1
210001 to 230000	2	2	1	1
230001 to 250000	4	4	3	3
250001 to 270000	1	1	0	0
270001 to 290000	0	0	0	0
290001 to 310000	0	0	0	0
310001 and over	0	0	0	0
<b>Totals</b>	<b>43</b>	<b>43</b>	<b>24</b>	<b>24</b>

**Shuswap Division Lot Listing/Sales Analysis**

<b>Range</b>	<b>Mthly Listings Total</b>	<b>YTD Listings Total</b>	<b>Mthly Sales Total</b>	<b>YTD Sales Total</b>
0 to 30000	4	4	1	1
30001 to 40000	7	7	2	2
40001 to 50000	38	38	3	3
50001 to 60000	19	19	0	0
60001 to 70000	1	1	3	3
70001 to 80000	1	1	1	1
80001 to 90000	1	1	0	0
90001 and over	7	7	1	1
<b>Totals</b>	<b>78</b>	<b>78</b>	<b>11</b>	<b>11</b>